

**GOVERNMENT OF INDIA
STEEL
LOK SABHA**

UNSTARRED QUESTION NO:988
ANSWERED ON:27.02.2001
DEALERSHIP NETWORK OF SAIL
JAYASHREE BANERJEE

Will the Minister of STEEL be pleased to state:

- (a) whether the SAIL is setting up the dealership network to increase the sale of its products;
- (b) if so, the details thereof;
- (c) whether the establishment expenditure of the sale centres of SAIL is proposed to be reduced after the setting up of dealership network;
- (d) if so, the details thereof;
- (e) whether some sale-centres are proposed to be closed down; and
- (f) if so, the details thereof?

Answer

MINISTER OF STATE FOR STEEL (SHRI BRAJA KISHORE TRIPATHY)

(a)&(b): SAIL has appointed dealers for specified products to widen the reach of such products to a larger section of customers spread across the country. As on 31.1.2001, there are 65 authorised dealers at different locations in the country.

(c)&(d): The authorised dealers network only supplements the efforts of SAIL's outlets and covers only limited products and tonnage at present. As such, no reduction of establishment expenditure is proposed due to setting up of dealership network.

(e)&(f): At present, SAIL has no plan to close down any existing sales-outlet as a consequence of appointment of dealers.